

Message Text

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PAGE 01 NAIROB 07062 151112Z

43

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 /014 W
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R 150731Z AUG 75
FM AMEMBASSY NAIROBI
TO USDOC WASHDC
INFO SECSTATE WASHDC 4597

UNCLAS NAIROBI 7062

E.O. 11652: N/A

TAGS: BTRA,KE

SUBJECT: COMMERCIAL INVITATION: MR. A.C.W. BIRKBECK,
MANAGER, E.M.S. LIMITED, P.O. BOX 49909, NAIROBI, KENYA.

1. MR. BIRKBECK (SUBJECT) WILL BE IN WASHINGTON ON SEPTEMBER 3,
1975 AND CAN BE CONTACTED BY THOSE INTERESTED IN HIS SERVICES
(SEE BELOW) C/O N.J.W. BIRKBECK, 513-10TH STREET,S.E.
WASHINGTON D.C. 20003.

2. MR. BIRKBECK IS EXPARTIATE AGED 32 BASED IN NAIROBI KENYA
FROM 1966. HE SEEKS CONTACT WITH U.S. MANUFACTURERS OF
PRODUCTS, PROCESSES OR SERVICES THAT NEED TO BE ESTABLISHED
IN AFRICA GEARED TO CONSTRUCTION INDUSTRY, WHO ARE EITHER
DISSATISFIED WITH THEIR PRESENT ARRANGEMENTS OR WOULD LIKE TO
ENTER THIS MARKET IN AFRICA.

3. SERVICES OFFERED CONSIST OF:
FINDING AGENTS, JOINT VENTURES, LICENSING ARRANGEMENTS ETC.

4. MARKETS COVERED ARE AFRICA WITH EMPHASIS ON NIGERIA,
SOUTH AFRICA, EGYPT, AND LIBYA AS PRIME MARKETS. ALSO
EAST AFRICA, ZAMBIA, GHANA AND ZAIRE AS SECONDARY
MARKETS. SUDAN, MALAWI ARE MINOR MARKETS FOR BIRKBECK.
PRIME MARKETS ARE VISITED IN DEPTH SEVERAL TIMES A YEAR,
OTHER MARKETS LESS OFTEN FROM NAIROBI BASE.

5. THIS INFO PROVIDE USDOC IN CASE IN HAS KNOWLEDGE OF ANYONE
WISHING SERVICES WHICH BIRKBECK OFFERS.

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Message Attributes

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Disposition Authority: n/a
Disposition Case Number: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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TAGS: BTRA, KE
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